

Message Text

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PAGE 01 STATE 098427
ORIGIN NEA-10

INFO OCT-01 ISO-00 /011 R

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DRAFTED BY: NEA/ARP:JJZIOLKOWSKI:LB

APPROVED BY: NEA/ARP:JWTWINAM

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R 302103Z APR 77

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

UNCLAS STATE 098427

FOLLOWING REPEAT MANAMA 916 ACTION USDOC INFO SECSTATE ABU
DHABI AMMAN ATHENS CAIRO DAMASCUS DHAHRAN DOHA JIDDA MUSCAT
TEHRAN APR 26, 1977

QTE UNCLAS MANAMA 916

ATHENS FOR RDO

USDOC FOR KARIKAS OIM/EID AND BIC/CAGNE

E.O. 11652: N/A

TAGS : BEXP, KU, BA

SUBJECT : ADS OPERATIONAL SUGGESTION

REF : KUWAIT 1456 AND RELATED

1. ITSEEMS TO US THAT THE SUGGESTION FOR ADS REFORM
CONTAINED REFTEL, PARA 4 IS FRAUGHT WITH POTENTIAL
PROBLEMS, WHICH COULD EASILY BECOME MORE TIME-CONSUMING
THAN THE ADMITTEDLY LESS - THAN - PERFECT CURRENT
PROCEDURES. IMAGINE THE FOLLOWING SCENARIO: ADS
REQUEST IS RECEIVED BY EMBASSY KUWAIT; IT INSERTS ADS
NOTICE IN ITS BIMONTHLY NEWSLETTER WHICH IS ROUTINELY
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DISTRIBUTED TO 1500 FIRMS; IF NO FIRM REPLIES, NO
PROBLEM; IF ONE FIRM REPLIES, FINE; IF TWO OR TWENTY
FIRMS REPLY DIRECTLY TO THE AMERICAN FIRM, ON WHAT
BASIS IS THAT FIRM TO MAKES ITS JUDGMENT? EITHER IT MUST
GUESS OR IT ASKS COMMERCE DISTRICT OFFICE FOR ADVICE.
THE RESULT: EITHER WTDR REQUESTS FOR THE CONCERNED
FIRMS FILTER THROUGH USDOC WASHINGTON TO EMBASSY

KUWAIT, OR SOMEOTHER SYSTEM, ELICITING EMBASSY KUWAIT'S JUDGMENT ABOUT RELATIVE STANDINGS OF INTERESTED FIRMS. IN OTHER WORDS, TWICE AROUND THE SAME BUREAUCRATIC CIRCLE.

2. WE SEE NO SUBSTITUTE FOR EMBASSY COMMERCIAL SECTION IN THE FIRST INSTANCE MAKING SOME JUDGMENTS ABOUT THE MANY FIRMS ON THE LOCAL MARKET AND ELICITING FROM THAT GROUP EXPRESSIONS OF INTEREST.

3. FOR WHAT IT'S WORTH, OUR SUGGESTION WOULD BE SLIGHT MODIFICATION OF THE ORIGINAL JIDDA SUGGESTION. WE PLAN TO INITIATE IN MAY A FORM LETTER SYSTEM WHEREIN WE FILL IN THE BLANKS REGARDING ADS REQUESTS, POST LETTERS TO SIX POTENTIAL FIRMS, ASKING INTERESTED FIRMS TO REPLY TO EMBASSY EITHER IN WRITING OR BY TELEPHONE. IF THREE REPLY, FINE; THAT'S OUR ADS REPORT. IF NOT, WE WILL THEN FALL BACK ON OUR PRESENT PROCEDURE WHICH IS THE MORE TIME-CONSUMING ONE OF TELEPHONE CONTACT, FOLLOWED BY DISTRIBUTION OF CATALOGUES TO THOSE FIRMS WHICH EXPRESS INTEREST. WE DO NOT FACE THE PROBLEM, AS IN KUWAIT, OF BEING TOLD THAT FIRM IS INTERESTED WHEN IT IS NOT. WE DO FACE THE PROBLEM OF THE FIRM DISCOVERING, AFTER PERUSAL OF CATALOGUE AND COMMUNICATION WITH THE AMERICAN FIRM, THAT AMERICAN PRICES ARE NOT COMPETITIVE, BUT THAT'S LIFE.

4. FOR USDOC: WHATEVER THE FINAL OUTCOME OF THIS QUESTIONING OF ADS PROCEDURES, WE FEEL THAT MORE UNCLASSIFIED

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CATALOGUES SHOULD BE SENT ALONG WITH ORIGINAL ADS REQUEST (A MINIMUM OF SIX) AND SIMILARLY, AT LEAST THREE CATALOGUES SHOULD BE INCLUDED WITH ADS FOLLOW-UP REQUESTS. WE FIND RETRIEVAL OF CATALOGUES ALWAYS TIME-CONSUMING AND SOMETIMES IMPOSSIBLE. CLUVERIUS UNQTE CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 30-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: NEA/ARP:JJZIOLOKOWSKI:LB
Enclosure: n/a
Executive Order: N/A
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Expiration:
Film Number: D770152-0835
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Litigation History:
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Office: ORIGIN NEA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Content Flags:
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SAS ID: 2656273
Secure: OPEN
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